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The MORTGAGE BANKER

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SEPTEMBER, 1947

MBA's 34th Is a Working Convention; Many Innovations Have Been Planned

YOUR 34th Annual MBA convention is going to be different—different in a good many ways and the changes being made are ones which your committee is sure you will approve.

First, we are abandoning the general type of convention we have held in recent years and making the 34th strictly a "working" convention—but, at the same time, the program will give you more time than ever before for making and renewing contacts, visiting with fellow members from all over the country and conferring with your institutional contacts.

When we say "working" convention, we mean that the program has been almost entirely designed around practical every-day problems of the man who's actively engaged in mortgage lending and investing. It consists of those matters which enter into the conduct of your business every day. The theories of this-and-that, speculation on what's ahead in world and national affairs generally, and the very broad aspects of our economy have been considerably de-emphasized in favor of getting right down to the immediate problems of the moment.

The reason for this change is that your officers and committeemen are convinced that our field is now entering one of the most active periods we have ever known in this country. They believe that this year your best interests can be served by making this Convention as helpful to you as possible in

operating your own company so that you in turn will be better equipped to discharge the responsibilities which are yours. Thus, in this changed type of meeting, we are all, in a sense, meeting our public responsibility by creating a great national forum for the exchange of ideas and views on how mortgage lending can serve best the public.

And a part of this new type of program is making it possible for you to see and talk with as many people as possible. It's an integral part of our conception of this 1947 gathering. Many members will voice immediate approval because a rather important number in the past have suggested that our annual programs were "too full" with too little time left for personal contacts.

The program itself is a rather simple one. Our own members predominate as speakers with few outsiders. For the first time, we have scheduled evening sessions and there are more divisional meetings than ever before. We are heavy on panel discussions and forums this year.

As this issue goes to press, the program in condensed form runs some-

thing like this—but, remember, there are many loose ends of which you'll be told about in the October issue:

WEDNESDAY, OCTOBER 1: Meetings of Board of Governors and Executive Committee and annual dinner of Mortgage Bankers Legion.

THURSDAY MORNING, OCTOBER 2: Welcome remarks from the Mayor of Cleveland and W. E. Miller, president, Cleveland Mortgage Bankers Association, followed by the President's Report by Guy T. O. Hollyday, a talk on legislation by Washington Counsel Sam E. Neel and the annual business meeting and election.

THURSDAY NOON, OCTOBER 2: Luncheon for farm mortgage lenders and investors. Speaker: Walter B. Garver, agricultural economist, Federal Reserve Bank of Chicago. Subject: "The Farmer and His World Market."

THURSDAY AFTERNOON, OCTOBER 2: Address by Richard C. Cadwallader, chairman of the national housing committee of The American Legion, followed by the lecture of W. A. Clarke, president, W. A. Clarke Mortgage Company of Philadelphia, on "Insurance Company Purchases of Real Estate."

THURSDAY EVENING, OCTOBER 2: In the Ballroom, Wallace Moir, president, Belmont Co., Beverly Hills, California, will conduct a panel discussion on "Profit Sharing—Its Effect on Profits in the Mortgage Business."

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G. H. Dovenmuehle



Wallace Moir



Sam Neel



W. A. Clarke

Running at the same time will be three consultant periods devoted to FHA and VA problems. This is something new. Our clinics earlier this year, supplemented by our Washington and Chicago office reports, have kept members posted on FHA and VA developments so it was considered not necessary to make them a general part of the program.

But so that these vital segments of the mortgage business will in no way be neglected, we have arranged these consultation periods each to be under the supervision of top federal agency officials. They will all begin at 8 p.m. and you can attend any one you wish—and if you can get to more than one, so much the better.

T. J. Sweeney, assistant director of the VA loan guaranty service, will be in charge of the VA session. Clyde L. Powell, assistant FHA commissioner, rental housing and property management, will be the consultant at the meeting on 608 problems and Franklin D. Richards, newly-named commissioner of FHA, will consult on 203 and 603 matters.

All three meetings will be entirely informal. All you need do is attend and direct any and all questions you may have to the consultants in charge. The sessions will last until all questions have been disposed of.

FRIDAY MORNING, OCTOBER 3: The second morning session is rather full, opening with a talk by Walter L. Cohrs, of Chicago, chairman of the MBA Commercial Banks Advisory Committee, on the savings bond program. This will be followed by a panel discussion led by George H. Dovenmuehle, vice president, Dovenmuehle, Inc. of Chicago on "Compensation for Loan Solicitors—Straight Salary vs.

Commission." Panel members include W. Walter Williams, president, Continental, Inc. of Seattle, and Herbert F. Philipsborn, president, H. F. Philipsborn & Co., Chicago.

Following this will be another panel discussion on "Proved Methods of Advertising" led by W. E. Roe, vice president, Central National Bank of Cleveland. Panel members include I. I. Sperling, assistant vice president, The Cleveland Trust Company, and Dale Brown, assistant vice president, National City Bank of Cleveland.

FRIDAY NOON, OCTOBER 3: For this period, a luncheon has been scheduled in the Pine room where around 200 can be accommodated. It is under the auspices of the Texas Mortgage Bankers Association and the MBA Commercial Banks Advisory Committee and the speaker will be Ben Wooten, vice president, Republic National Bank of Dallas, who has previously addressed the Texas association. This is considered one of the highlights of the Convention and every effort will be made to seat as many as possible. Tickets will be on sale in advance so make a mental note now to get yours early.

FRIDAY AFTERNOON, OCTOBER 3: Two panel discussions will open this session, both on the same subject—"Small Ways to Save Money in Mortgage Loan Operations." One will be for bank members with O. L. Rieder, assistant vice president, Cleveland Trust Company as moderator, and the other for life insurance company members, correspondents and others, with Byron T. Shutz, president, Herbert V. Jones & Company, Kansas City, in charge.

Oliver Walker, Walker & Dunlop, Washington, D. C., and N. N. Wolf-

sohn, Eastern Mortgage Service Company, Philadelphia, will share the rostrum with Mr. Shutz for his part of the program.

FRIDAY EVENING, OCTOBER 4: The first of our two evening entertainment features is scheduled for Friday and will be a cabaret party in the Ballroom under the auspices of the Cleveland Mortgage Bankers Association. Tickets for this affair will be on sale in advance; *get yours early*. Those attending will see one of the best night club shows ever put on.

SATURDAY MORNING, OCTOBER 4: The last general session opens with addresses by J. C. Nichols, president, J. C. Nichols Company of Kansas City, speaking on "Suburban Business Centers," and A. J. Stewart, vice president, Fidelity and Columbia Trust Company of Louisville, speaking on "Downtown Business Properties."

Following this will be an Appraisal Clinic conducted by Wallace W. True, vice president of the Lincoln Savings Bank of Brooklyn.

A unique feature of this session will be an appraisal contest similar to the one held at a previous Chicago convention. (See page 4.)

SATURDAY EVENING, OCTOBER 4: No events are scheduled for Saturday afternoon but that night will be our 34th annual banquet. Again, watch the October issue for more complete details.

In addition, the usual presentation will be made to the member judged to have performed the most meritorious service during the year in behalf of the Association and the mortgage industry. Selection of this member is made by a secret committee appointed by the president and is never revealed until the banquet.

Trend Toward Life Company Purchases of Real Estate to Be Explored at Meeting

One of the features of the convention program that should interest every member is the first afternoon session devoted to a lecture by W. A. CLARKE of Philadelphia on "Insurance Company Purchases of Real Estate." In his talk, Mr. Clark will give the results of an extensive investigation he has been making on this subject. For the first time, members will have an opportunity to get a very broad conception of what this investment trend means, its significance and where it is likely to lead.

Everyone is familiar with the life companies' entrance into the large scale housing field. Investments in housing projects have become an established part of these institutions' programs although, even with the hundreds of millions of dollars already poured into them, only the largest companies have participated to any extent.

But investments in non-housing real estate have attracted large and medium-size institutions alike. At the present time, around 17 states generally authorize insurance companies to invest in non-housing real estate while 14 others have statutes similar in varying degrees. In nine other states and the District of Columbia, this type of investment is possible because of lack of restrictions.

Investments of life insurance companies of this type are now believed to total well over \$200,000,000* and most of these have been in the past 12 months.

Most of this new investment activity is governed by the New York law which permits non-housing real estate to be held as an investment.

Provisions of the New York law limits the total of such holdings, the size of any one parcel in relation to assets, and requires a 2 per cent annual write down of valuation of all holdings. The law also establishes a maximum net rate of return of 4 per cent to the reduction of valuation.

*Our own estimate. The Institute of Life Insurance on August 27 estimated non-housing real estate held at only \$128,000,000. In the first six months this year life companies bought \$94,000,000 of real estate of all kinds bringing total holdings to around \$760,000,000, says the Institute. Their purchases of non-housing real estate in the six months period was \$38,000,000.

Insurance companies have been deterred somewhat in this new investment field by present high realty prices, it has been said. Most properties acquired involve long term rental contracts with reliable tenants. These properties are buildings containing department stores, chain stores, retail stores, and offices for long established firms.

One feature has been the acquisition by the life companies of large properties from industrial companies which, in turn, lease them back from the insurance companies. In this way, the insurance company gets an investment returning a higher yield than is otherwise available while the industrial company puts its money to work in its business on a more profitable basis than it would be if invested in real estate which it occupies.

Most companies are proceeding slowly and cautiously in developing this type of investment. What the future holds for it is what this special session at our convention will seek to determine.

CONSULTS ON FHA



CLYDE L. POWELL
Assistant FHA Commissioner
Rental Housing and Property Management

MBA EXHIBIT TO BE MOST COMPREHENSIVE SO FAR

One feature of the 34th annual convention that is certain to be "bigger and better than ever before"—with no strings attached—is the 8th annual Exhibit of Building, Industry and Services. Started by Secretary George H. Patterson in 1937 and organized under his direction since then, this show was held annually until 1942 when it was abandoned because of the war. It was revived in 1945 on a limited scale. This year the Exhibit will be by far the most comprehensive showing of products and services of interest to the mortgage lender and investor.

One interesting feature is that the exhibits will be placed in the foyer adjoining the ballroom and, as such, will command excellent attention from those attending. The present roster of exhibiting companies are

Great Lakes Steel Corp.
Paramount Fire Insurance Co.
National Cash Register Co.
Norge Division of Borg-Warner
American Stove Company
Flintkote Company
American Gas Association
Nash-Kelvinator
Portland Cement Association
General Electric Co.
Briggs Beautyware
Monroe Calculating Company
Friden Calculating Company
Berry Door Company
Federal Industries, Inc.
Home Planners, Inc.
Hill Termite Control Systems
Harman Homes
American Builder

Members will recognize these companies as being among the largest and most successful organizations in their respective fields.

Rather than merely being an added feature of the convention, as has been true in the past, the exhibit assumes considerably more importance than ever before.

If present plans materialize, we will also be privileged to present *Architectural Forum's* interesting exhibit, "Houses U.S.A.," tracing the development of U.S. housing since earliest days.

NOTES ABOUT WHAT'S WHAT AT CLEVELAND

Have You Registered?

This is the first year MBA has tried advance registration and it has worked out well. As this issue goes to press, advance registration totals 731, of which 606 are men and 125 women. So that there will be no confusion, this advance registration has nothing to do with hotel accommodations. The latter are being handled by our special Housing Bureau.

This year, for the first time, the convention program will contain the name, firm affiliation and hotel of those who have registered by mail before September 15. It is important that you get your name on this list so if you haven't done so, register today by mail. The fee is \$15 for men and \$5 for women.

If you don't get on this list, however, a supplementary mimeographed list will be available at the close of the first day.

It Was a Decade Ago

It was exactly ten years ago when MBA last held its annual convention in Cleveland—remembered by many as among our most worthwhile meetings. That year, 1937, also inaugurated our

first Exhibit of Building, Industry and Services.

Local Cleveland arrangements this year have been in charge of NORMAN R. LLOYD, president, Allied Mortgages, Inc., and a member of the board of governors, and W. E. MILLER, vice president, A. D. Fraser, Inc., and president of the Cleveland Mortgage Bankers Association. They have been assisted by a committee of local MBA members. The Cleveland Association is a well-established, active, aggressive organization and the service it renders its members has been well reflected in the excellent manner in which arrangements for our Cleveland convention have been made.

Neel Speaks in West

Washington Counsel SAM E. NEEL will be on hand at the opening session to tell us about "The Legislative Outlook" but before he does he'll be swinging through the West speaking before various local mortgage associations. His itinerary is:

Los Angeles.....	September 2
San Francisco.....	September 4
Salt Lake City.....	September 8
Denver	September 10

United States and Canada to Cleveland. United Airlines tell us that airline fares are 17 per cent under 1941, while schedules and services have steadily improved. Here are typical fares and elapsed times to Cleveland from:

Chicago	\$ 15.70,	1 hr. 48 min.
Denver	66.10,	6 hrs. 42 min.
Dallas	62.35,	7 hrs. 11 min.
Miami	66.70,	4 hrs. 40 min.
New York	20.50,	2 hrs. 40 min.
Los Angeles	119.70,	8 hrs. 38 min.
San Francisco	119.70,	9 hrs. 23 min.
Seattle	119.70,	13 hrs. 6 min.

All fares subject to 15% Federal Tax and change without notice.

Know Anything of Appraising?

Downtown business properties, that is. Then you'll have an opportunity to put your knowledge to good use in Cleveland. We're having an appraisal contest. In your registration envelope you'll find a complete description of a downtown Cleveland property. You're to go there, inspect it as completely as you like, then set your appraisal. This will all have to be done by Friday noon when you deposit your appraisal in a box near the Registration Desk.

After noon, WALLACE TRUE of New York, a nationally-known authority on appraising, will collect them and com-

HEADS CLEVELAND GROUP



NORMAN R. LLOYD

How Are You Traveling?

Cleveland is easy to get to—any way you're planning on traveling. For instance, approximate traveling time is:

From:	Hours by Rail	Driving Mileage
Baltimore	11	361
Boston	14½	640
Buffalo	3½	190
Chicago	7	347
Cincinnati	6	244
Columbus	3½	140
Dayton	4	198
Detroit	4	167
Indianapolis	5	302
New York	12	506
Philadelphia	12	423
Pittsburgh	3	132
St. Louis	10	545
Toledo	2½	112
Youngstown	1½	67
Washington	12	364

Many will want to fly. In recent years, this service hasn't always been available because of crowded plane conditions.

Cleveland is served by every major airline. This means direct one-carrier service from practically any city in the

SPEAKS ON U. S. FINANCING



WALTER COHRS

pare each one with his own appraisal of the property. The one that hits nearest to his gets \$100 in cash—and True will tell you who the lucky appraiser is on Saturday morning when he conducts his Appraisal Clinic.

The O. A. Nesbitt Company of Cleveland, Dayton and Columbus, will make available its map and survey service during the Convention. It shows every retail property in Cuyahoga County and other data you may want as a reference and guide. It all adds up to an interesting feature and you might as well win that hundred as someone else. Get your figure in that box early—for sure.

The Party of Parties

MBA conventions haven't been noted for absence of entertainment but this year there is one feature that just about outshines all past efforts. Organized by the Cleveland Mortgage Bankers Association under the direction of NORMAN LLOYD and W. E. MILLER, it is a cabaret party on Friday night. Cocktails are at 6:30 accompanied by music; then at 7:30 a full course dinner in either the Grand Ballroom or adjoining Euclid Ballroom; then around 9:30 a complete night club show featuring some of the best talent in the entire country—entertainers who play the biggest and most expensive spots in the country.

Some of these acts are:

VINCENT GOTTSCHALK, master of ceremonies, Lightning Calculist, Magical Deceptions—"A Trip to the Fourth Dimension."

THE 10 DOROTHY BYTON DANCERS in "Beauty on Parade," "Fan Fantasy" and "The Acrobats."

SANGER, ROSS & ANDREA: "Three Extremes in Fun."

PLACIDA: Petite Singer of Songs You Love to Hear.

As for music, there's not one orchestra, not two—but three, two dance bands and one rhumba outfit. They are The Clint Noble Orchestra, The South of the Border Band and Ed Goette and His Orchestra, all top flight aggregations.

Members have already received the special letter on this urging early purchase of tickets. This is most important

because the seating capacity is limited. If you haven't written for your tickets do it now and you won't be disappointed. They're \$10 per person which includes the full course dinner. Dress is optional. Each table seats ten but you can't reserve any specific table. First come, first served, just as at the banquet. This is something you can't afford to miss—the biggest entertainment feature yet seen at a MBA convention. No outsiders—only our own group.

Interesting City to See

There's quite a bit to do and see in Cleveland outside the Convention program. The ladies won't find time hanging on their hands with all the stores and style shows they can visit. We'll have guides and suggestions for you at the Registration Desk.

And speaking of things to see, we have an idea many members will want to walk a block from the Statler and see the unusual new Bond store under construction there. Norman Lloyd arranged the financing. For something startlingly new and revolutionary in design, this property has it.

W. B. GARVER TO SPEAK TO FARM MORTGAGE MEN

Last year in Cincinnati one of the Convention highlights turned out to be the farm mortgage division luncheon addressed by Dr. E.



W. B. Garver

World Market."

Anyone who has been watching the commodity markets this year can quickly appreciate the role which exports of farm products is playing in affecting the price level and farm income. Mr. Garver will go into detail as to the nature and prospects for future farm exports. His talk will be illustrated with descriptive slides.

Correspondents to Eat

More life companies and other institutions are entertaining their correspondents and friends at informal gatherings this year than ever before. Several we know of so far are:

Life & Casualty Company of Tennessee, reception, October 2.

Metropolitan Life Insurance Company, reception, October 2.

Provident Life & Accident Insurance Co., luncheon, October 3.

Lincoln National Life Insurance Co., breakfast, October 3.

Home Life Insurance Company, reception, October 3.

Connecticut General Life Insurance Co., luncheon, October 3.

Western & Southern Life Insurance Co., luncheon, October 4.

Mutual Life Insurance Company of New York, breakfast, October 4.

In addition, Douglas Meredith of National Life of Vermont is giving one of his famous Vermont maple syrup breakfasts.

ERRATUM: In our last issue, in discussing the G.I. secondary market, we said that the National Savings and Loan League "merely reported" to its members what was going on—implying that no action was taken. We've discovered—to our embarrassment—that this was emphatically *not* the case. The National League made an all-out effort to save the secondary market; and is now continuing its efforts so that favorable action will be taken next year. We regret this error.

With this issue is a questionnaire on "Notices for Payments, Past Due Notices and Cashier's Records." This was sent to all members recently and if you filled it out then, *ignore* this copy. If you didn't, *please do so*. About a fourth of all members have replied. The combined results of this study will be an important contribution in throwing some light on how some of these particular mortgage operations are being handled.

MORTGAGE MAN AVAILABLE

Mortgage loan man immediately available; 25 years' experience, past 8 as bank vice president in charge of real estate loans. Thorough experience all phases lending activity, conventional, industrial, special-purpose, construction projects, and F.H.A. 203, 603, 608. Desire affiliation with institution requiring high-grade promotion man and qualified senior executive. Write Box 141, Mortgage Bankers Association of America, 111 West Washington St., Chicago.

MBA's ANNUAL SURVEY OF MORTGAGE DEBT

U.S. Mortgage Debt Went Up Last Year Reversing Trend of Previous Years; Good Mortgage Market Seen Assured for Immediate Future

By FRANK J. McCABE, JR.

THE TOTAL mortgage debt of the United States stood at \$34,720,784,595 on December 31, 1946, according to the annual computation made by the Research Department of the Mortgage Bankers Association of America. This represents an increase of approximately \$4,300,000,000, or 13.4 per cent, over the 1945 level and reverses the decline taken by the mortgage debt during the past several years.

The most significant fact revealed in the computation is the accelerated rate at which federal agencies are liquidating their mortgage holdings in the face of expanded activity by private lenders. Federal agencies held mortgages in the principal amount of \$1,968,099,550 at the end of 1946, or 18 per cent less than those held December 31, 1945. On the other hand, the mortgage holdings of private lenders increased from \$28,017,617,096 in 1945 to \$32,752,685,045 in 1946, or 14.5 per cent. Thus, out of the total debt, federal agencies hold only 6 per cent of the mortgages, whereas private lenders hold 94 per cent.

Banks as a class continue to supply most of the mortgage money in the United States. Their holdings totalled \$10,268,962,000 at the end of 1946, or 30 per cent of the total mortgage debt outstanding. Individuals, mortgage companies and other lenders retained second place in volume held, with \$8,000,000,000 in mortgages, or 23 per cent of the total. Savings and loan associations came next, with an estimated \$7,200,000,000, or 21 per cent of the total. Savings and loan associations thus have replaced the life insurance companies as the largest single class of institutional investor. The mortgage portfolios of life insurance companies totalled \$7,059,000,000, or 20 per cent of the total mortgage debt for 1946. Fraternal societies and associations held less than 1 per cent of

the outstanding mortgage debt.

Federal agencies reduced their holdings in urban and farm mortgages \$432,258,741 during 1946. HOLC continued its liquidation and alone was responsible for almost 50 per cent of this decline. The RFC Mortgage Company and the Federal National Mortgage Association reduced their holdings over \$27,000,000 during the past year.

In the field of farm mortgages, the Federal Land Banks' holdings declined approximately \$102,000,000 and those of the Federal Farm Mortgage Corporation about \$92,000,000 during 1946. The Farmers Home Administration reported mortgage holdings of slightly more than \$6,000,000, due in part to its assimilation of the assets of the Farm Security Administration.

The compilation shows that the large volume of mortgage financing done by private institutional lenders during 1946 not only made up for the decline in the holdings of federal agencies but caused the mortgage debt to increase substantially for the first time in several years. Private mortgage holdings

increased by approximately \$4,300,000,000 during 1946. The savings and loan associations made the greatest gain, increasing their mortgage holdings over 32.1 per cent over the 1945 level. Commercial banks increased their mortgage portfolios by 22 per cent, while holdings of mutual savings banks increased 9.5 per cent. Life insurance companies increased the value of their mortgage portfolios during the past year by 7 per cent. Fraternal societies and associations decreased their mortgage holdings by 2 per cent.

In the final classification, "Others," which includes mortgage companies and individuals primarily, we see one of the most significant increases in mortgage holdings among all private lenders. The value of mortgages held by this group increased \$1,200,000,000 during 1946, which almost makes up for the \$1,600,000,000 decline in 1945.

The "ballooning" mortgage debt was due primarily to the large volume of home loans made last year. Home ownership became not only a goal, but a necessity for many families. The FHLBA estimates that during 1946 the sum of \$9,500,000,000 was loaned on 1-to-4-family homes, or double the volume of the previous year.

A substantial portion of these loans were on new construction at record prices. Inasmuch as these are new loans on structures just built they represent 100 per cent increase to the mortgage debt in contrast to the small increment added by refinancing existing debts on existing homes which are transferred. In a year of a large volume of sales and rising prices these increments add up to a considerable figure. Last year the principal amount of the average mortgage recording of \$20,000 or less rose \$566, or almost one-quarter of the principal on the average mortgage during 1945. This will give some indication of the extent

This is the fourth year MBA has surveyed the mortgage field in an attempt to come up with figures of the total U. S. mortgage debt, who made the loans last year and in what volume and what the trends seem to be. All the data, with one exception, were taken from official sources and are correct—if the official sources are correct. The one exception is our estimate of "others" holdings. This year's study was the first which was not prepared under the supervision of the late L. E. Mahan of St. Louis who inaugurated it.

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to which the inflationary factor has influenced the growth of the home mortgage debt.

Last year also saw a substantial increase in commercial and industrial loans. The rate of increase rose sharply since the middle of June 1946. The Federal Reserve Banks in 101 cities report that loans of this type totalled 10.7 billion dollars in February 1947, or compared with 5.9 billion dollars in July 1945. Figures for December 31, 1945 and December 31, 1946 were not readily available. It has been estimated by the above report that about

14.9 per cent of these loans are secured by mortgages on real estate.

Another factor which added to the debt increase was the large volume of G. I. loans. At the end of 1946, the Veterans Administration reported that loans of \$2,900,000,000 in principal amount had been approved. The fact that many of these were 100 per cent loans gave impetus to the upswing of the debt.

Although the volume of repayments continued heavy, they were exceeded in 1945 by new loans. According to the FHLBA, for each \$100 of new

lending \$52 was received in loan repayments, leaving a net increase of \$48 on the outstanding debt.

The following significant trends are shown in the tabulation:

1. The total mortgage debt increased substantially during 1946 reversing a decline during the past several years.
2. Federal agencies are continuing to liquidate their mortgage holdings at a steady rate.
3. Private investors, particularly individuals and mortgage companies, have shown renewed interest in the mortgage market. This activity during the past year indicates an acceptance of the present interest rate level, and a rejection of the idea that real estate values will fall sharply in the near future.
4. Unless a builders' strike develops because of high construction costs, the demand for loans on new construction should increase, thus assuring a good market for mortgage funds for some time to come.

Total Mortgage Debt of the United States

	As of Dec. 31, 1945	As of Dec. 31, 1946	Increase or Decrease
Urban Mortgages of Federal Agencies			
Home Owners' Loan Corporation.....	\$ 852,000,000	\$ 636,000,000(h)	—25.4%
RFC Mortgage Company.....	38,493,094	13,011,053(b)	—66.2%
Federal National Mortgage Association.....	7,442,129	5,591,497(b)	—24.9%
Farm Mortgages of Federal Agencies			
Federal Land Banks.....	\$ 1,079,009,846	\$ 976,748,000(f)	— 9.5%
Federal Farm Mortgage Corporation.....	239,378,443	146,621,000(f)	—38.7%
Farmers Home Administration.....	184,034,779	190,128,000(f)*	3.3%
TOTAL FOR FEDERAL AGENCIES	\$ 2,400,358,291	\$ 1,968,099,550	—18.0%
Urban and Farm Mortgages of Private Agencies and Others			
Life Insurance Companies.....	\$ 6,566,000,000	\$ 7,059,000,000(e)	7.0%
Savings and Loan Associations.....	5,450,000,000	7,200,000,000(g)	32.1%
Mutual Savings Banks.....	4,202,095,459	4,451,000,000(c)	5.9%
Commercial Banks	4,770,232,000	5,817,962,000(i)	22.0%
Fraternal Societies & Associations.....	229,289,637	224,723,045(d)	— 2.0%
Others (Mortgage Companies, Individuals, etc.)	6,800,000,000	8,000,000,000(a)	17.6%
TOTAL FOR PRIVATE HOLDINGS	\$28,017,617,096	\$32,752,685,045	14.5%
TOTAL URBAN AND FARM DEBT	\$30,417,975,387	\$34,720,784,595	13.4%

(a) Estimated

(b) RFC Mortgage Company, Washington, D. C.

(c) National Association of Mutual Savings Banks

(d) The Fraternal Monitor, Rochester, N. Y.

(e) Institute of Life Insurance, N. Y.

(f)* Successor to Farm Security Administration

(f) Figure from U. S. Dept. of Agriculture, Bureau of Agricultural Economics

(g) Estimated from Federal Home Loan Bank Review Figures

(h) Survey of Current Business, June 1947

(i) Comptroller of the Currency

People and Events

Few men have ever been so honored in life as Past President Frederick P. Champ was recently when more than 100 civic, business and church leaders from western states gathered in his home city of Logan, Utah to tender him a testimonial dinner in honor and recognition of his achievements and accomplishments. The theme of their testimonial was expressed in these words:

"Here is a man who believes in hard work, who is courageous in his convictions, high in his personal integrity, independent in his thinking, unselfish in civic service, and tireless in performance of duty."

The roster of those who attended the dinner included some of the most prominent men in the West including Gov. Herbert B. Maw of Utah, Orval W. Adams, well-known Utah banker, and President David O. McKay, member of the first presidency, Church of Jesus Christ of Latter-Day Saints. In his address, Gov. Maw said:

"We consider Mr. Champ one of the outstanding citizens of the State of Utah. He has built and maintained a fine reputation through unselfish service and hard work. He has contributed tremendously to the high reputation of our state. I join in paying my sincere tribute to this fine man, to the life he has lived, the contributions he has made, and the things he stands for."

The Cincinnati Mortgage Bankers Association went over into Kentucky for their annual summer outing. Various athletic events followed by a chicken dinner in the evening featured the day. . . . Members of the New Jersey Mortgage Bankers Association had their annual golf tournament and dinner at Suburban Golf Club in Elizabeth. . . . CARLTON STALLARD headed the committee in charge of arrangements and ROBERT E. GOLDSBY, association president, presided at the dinner.

Perry S. Bower, assistant general manager and treasurer, The Great-West Life Assurance Company in Winnipeg, announces the appointment of Harry Morrison as mortgage consultant and Clarence Elliott as manager of mortgage investments.

MBA Members Ballot on Regional Vice Presidents; Winners Are Announced

In accordance with our constitution, members have now completed balloting on their choice for regional vice president in their own district. The votes have been counted and here is a list of the winners in the twelve regions:

Region No. 1: C. ARMEL NUTTER, President, Nutter Mortgage Service, Camden, New Jersey.

Region No. 2: JAMES W. ROUSE, President, The Moss-Rouse Company, Baltimore.

Region No. 3: CLYDE W. KISTLER, President, C. W. Kistler Company, Miami.

Region No. 4: HOWARD S. BISSELL, President, Howard S. Bissell, Inc., Cleveland.

Region No. 5: O. G. GRESHAM, Gresham & Company, Birmingham.

Region No. 6: CHARLES H. CHRISTEL, Vice President, Rodemyer-Christel & Co., St. Louis.

Region No. 7: HUBERT R. HAEUSSLER, President, General Discount Corporation, Detroit.

Region No. 8: EARL LINN, Vice President, The Weitz Investment & Realty Company, Des Moines.

Region No. 9: HOWARD B. MOFFITT, Vice President, Realty Mortgage and Sales Company, Oklahoma City.

Region No. 10: ALLYN R. CLINE, President, Cline Mortgage & Trust Company, Houston.

Region No. 11: GEORGE W. ELKINS, George Elkins Company, Beverly Hills, Calif.

Region No. 12: W. ROBERT McMURRAY, Vice President, Commonwealth, Inc., Portland, Oregon.

Interest in the election was keen, as evidenced by the fact that in a number of cases the nominee won by only one vote. The vote was close in still more cases.

This list of regional vice presidents, added to the list of nominees to be elected at the annual business meeting in Cleveland, will make up the roster of those who will direct MBA activities in 1947-48.

John C. Thompson of Newark, N. J., and Aksel Nielsen of Denver head the list of nominees for president and vice president respectively.

CLINIC MODERATOR



BYRON T. SHUTZ

CITIES FOR 1948 CLINICS AND DATES ARE ANNOUNCED

The 1948 Clinic program has already been determined as far as cities and dates are concerned. It is:

CHICAGO, Drake Hotel, February 26 and 27 (winter meeting of board of governors, February 25).

OKLAHOMA CITY, Hotel Skirvin, March 18 and 19.

NEW YORK, Commodore Hotel, April 5 and 6.

ROY C. JOHNSON, JR., president of the Oklahoma Mortgage Association, has named HOWARD MOFFITT general chairman of the local Oklahoma group which will have charge of local arrangements for this Clinic. Other members are W. R. JOHNSTON and B. B. BASS.

While these are a long way off, it isn't too early to lay aside the dates for the Clinic (or Clinics) which you will attend.

